

Message Text

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ACTION NEA-10

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FM AMCONSUL MADRAS

TO USDOC WASHDC

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AMEMBASSY NEW DELHI

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

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E.O. 11652: N/A

TAGS: EAGR, EAIR, BTIO, IN

SUBJECT: GOVERNMENT OF TAMIL NADU REQUEST FOR
ASSISTANCE IN FINALIZING CONTRACT WITH U.S. FIRM
FOR CLOUD SEEDING

1. SOME MONTHS BACK, TAMIL NADU SECRETARY OF AGRICULTURE
K. CHOCKALINGAM SENT CONGEN ECONOFF COPY OF NEWSWEEK
ARTICLE ABOUT INCREASING USE OF CLOUD SEEDING BY FARMERS
IN AMERICAN MIDWEST, AND ASKED FOR ASSISTANCE IN
COMMUNICATING WITH GOVERNMENT EXPERTS AND
COMMERCIAL FIRMS IN FIELD TO SEE IF SAME TECHNIQUES COULD
BE APPLIED TO DROUGHT STRICKEN TAMIL NADU. SOUTH DAKOTA
STATE OFFICIAL MENTIONED IN ARTICLE REPLIED AND OFFERED NAMES
OF FIRMS, AND CHOCKALINGAM TOOK IT FROM THERE. HE QUICKLY
GOT STATE GOVERNMENT APPROVAL AND WENT STRAIGHT TO NEW DELHI
IN EARLY MAY TO GET AN ANSWER TO THE CRUCIAL QUESTION
IN ANY INDIAN TRADE OPPORTUNITY, WOULD FOREIGN EXCHANGE
BE AVAILABLE. HE TOLD US HE HAS NOW GOTTEN GOI CLEARANCE
FOR 250,000 DOLLARS.

2. CHOCKALINGAM CORRESPONDED WITH MR. THOMAS J. HENDERSON
OF ATMOSPHERICS INCORPORATED, 5652 EAST DAYTON, FRESNO,
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CALIFORNIA 93727 AND SENT HENDERSON MAPS AND WEATHER

AND AIRFIELD DATA FOR THE AREAS TO BE COVERED (THE RED HILLS RESERVOIR AREA NEAR MADRAS, AND THE NILGIRIS HILLS IN WESTERN TAMIL NADU. HENDERSON HAS RESPONDED WITH 38 PAGE FORMAL PROPOSAL WHICH CHOCKALINGAM JUST RECEIVED. ATMOSPHERICS INCORPORATED HAS WIDE EXPERIENCE IN U.S. PLUS INDIA, KENYA, SOUTH AFRICA, AND SUDAN. PROPOSAL SUGGESTS THREE YEAR PROGRAM OF SEEDING, RUNNING FROM JULY 1 TO OCTOBER 31 IN 1975 AT COST OF 157,400 DOLLARS, AND FROM APRIL 1 TO OCTOBER 31, 1976 AND 1977 AT COST EACH YEAR OF 251,800 DOLLARS

3. CHOCKALINGAM IS ANXIOUS TO MOVE QUICKLY AND HAS ASKED

CONGEN HELP IN COMMUNICATING WITH HENDERSON THROUGH USDOC. HE SAYS THE PROGRAM LOOKS SATISFACTORY AND WOULD LIKE HENDERSON TO MAKE ARRANGEMENTS TO ARRIVE HERE IN TIME TO BEGIN SEEDING PROGRAM JULY 1. HE SAID TAMIL NADU GOVERNMENT WOULD LIKE TO UNDERTAKE 1975 SEEDING FIRST AND DECIDE LATER ABOUT SUCCEEDING YEARS PROGRAMS. (OBVIOUSLY HE DOES NOT HAVE FOREIGN EXCHANGE APPROVAL FOR MORE THAN ONE YEAR, BUT IF THE PROGRAM SUCCEEDS DEMONSTRABLY HE WOULD HAVE A BETTER CHANCE AT GETTING MORE.) HENDERSON APPARENTLY SAID IN A COVERING LETTER WE HAVE NOT SEEN THAT IF APPROPRIATE WEATHER RADAR IS AVAILABLE LOCALLY, THERE COULD BE A 10,000 DOLLAR SAVING. CHOCKALINGAM SAID HE WOULD PREFER HENDERSON BRING HIS OWN RADAR. FINALLY, CHOCKALINGAM WANTS TO KNOW WHETHER 157,400 DOLLAR FIGURE IS ALL FOREIGN EXCHANGE OR INCLUDES LOCAL EXPENSES (SUCH AS AVGAS) WHICH WOULD BE PAID IN RUPEES. ACTUAL PAYMENTS IN DOLLARS WILL BE PROCESSED THROUGH RESERVE BANK OF INDIA, WHILE RUPEE PAYMENTS WILL BE MADE BY STATE GOVERNMENT, AND CHOCKALINGAM NEEDS BREAKDOWN TO GET LENGTHY PAPERWORK STARTED.

4. ACTION REQUESTED: PLEASE PASS INFORMATION IN PARAGRAPH

THREE TO HENDERSON AND CABLE REPLY ASAP. IF HENDERSON LIMITED OFFICIAL USE

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CANNOT SPECIFY LOCAL CURRENCY CHARGES WITHOUT ADDITIONAL INFORMATION WE WILL BE HAPPY TO PASS QUESTIONS HE NEEDS ANSWERED TO CHOCKALINGAM.

5. BEGIN LIMITED OFFICIAL USE. THIS REPRESENTS NOT ONLY A GOOD TRADE OPPORTUNITY, BUT ALSO A CHANCE TO WIN SOME POINTS BY PROVIDING A LITTLE AMERICAN ASSISTANCE AT A TIME WHEN TAMIL NADU DESPERATELY NEEDS

WATER BOTH FOR AGRICULTURE AND INDUSTRIAL POWER.
CHOCKALINGAM HAS BEEN A CANDID AND USEFUL SOURCE OF
INFORMATION FOR OUR AGRICULTURAL REPORTING, AND WE WOULD
LIKE TO DO WHATEVER WE CAN TO HELP HIM. HE HAS PERFORMED
WHAT IS BY INDIAN STANDARDS A REMARKABLE FEAT OF
BUREAUCRATIC INITIATIVE IN GETTING APPROVAL IN RECORD
TIME FROM NEW DELHI FOR FOREIGN EXCHANGE FOR A PROJECT
THAT IN THE PAST WOULD PROBABLY HAVE BEEN AN AID REQUEST.
IF WE CAN RESPOND QUICKLY, AND IF THE CLOUD SEEDING PROGRAM
SUCCEEDS, THERE IS ALSO THE POSSIBILITY THAT WE COULD GENERATE
AN ADDITIONAL HALF MILLION DOLLARS BUSINESS OVER THE NEXT
TWO YEARS. END LIMITED OFFICIAL USE.
EAVES

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